

**38th EEPC INDIA WESTERN REGION AWARD FOR EXCELLENCE IN EXPORTS
SCHEME FOR THE YEAR 2019-20**

A. Categories, Types of Award & Numbers

The Award Scheme will have the following categories of awards and numbers:

Categories	Number of Awards
1. Top Exporter for the Year 2019-20	23
Of which:	
A. Gold Trophy	5
B. Silver Trophy	5
C. Special Trophy for Excellence in Exports of High-Technology Products (Annexure I)	5
D. Special Trophy for Excellence in Exports of MEIS Items 2015-20 (Annexure II & Annexure III)	5
E. Special Trophy for Excellence in Export of Engineering Services (Annexure IV)	3
2. Award for Star Performers in Product Groups for 2019-20 (Annexure V)	105
3. Award for Special Contribution in Highest Growth in Exports	4 (For Large, Medium, Small enterprise and Merchant exporter)
4. Award for Maximum Participation in EEPC INDIA's Promotional Activities in 2019-20 (Annexure VI)	3 (For Large, Medium and Small enterprise)
Total	135

B. Definitions:

- (a) General definitions: The applicant should be a present member of EEPC India till the day of presentation of Award.

For the purpose of awards, the applicant enterprises are classified in the following categories:

Micro Enterprises: Members falling under the category under the provisions of The Micro, Small and Medium Enterprises Development Act, 2006, Government of India

Small Enterprises: Members falling under the category under the provisions of The Micro, Small and Medium Enterprises Development Act, 2006, Government of India

Medium Enterprises: Members falling under the category under the provisions of The Micro, Small and Medium Enterprises Development Act, 2006, Government of India

Large Enterprises: All other manufacturer exporters

Merchant Exporters: Members having their registration as 'Merchant Exporter' in the RCMC of EEPC INDIA

Important Note: To substantiate classification as Micro, Small and Medium Enterprises, the applicants are **mandatorily** required to submit one or more relevant pages of balance sheet with details of investment in plant and machinery as on 31st March 2020 duly certified by a Chartered Accountant. For this, the candidate has to submit individual unit wise investment in Plant and Machinery (Gross Block) for the year 2019-20. No certificate regarding MSME/SSI/or Certificate from Directorate of Industries will be considered as valid without above pages of balance sheet and in that case the Award Application will be considered as incomplete and liable to be rejected.

Exporters registered as Merchant-cum-Manufacturers:

Merchant-cum-manufacturer exporters would be categorized according to their performances in the 'manufacturer' and 'merchant' category. Companies having exports predominantly in manufacturing category would be classified under the provisions of the MSMED Act 2006. Otherwise, they would be treated as a merchant exporter and relevant provisions would be applied.

(b) Definitions of Micro, Small and Medium Enterprises as per the MSMED Act 2006:

(a) In the case of the enterprises engaged in the manufacture or production of goods pertaining to any industry specified in the First Schedule to the Industries (Development and Regulation) Act, 1951—

(i) Micro Enterprise:

A) The enterprise comprises of single unit:

In above case the investment in Plant and Machinery of the unit should not exceed 25 Lakh rupees,

B) the enterprise comprises of more than one unit:

In above case the investment of any of the existing units should not exceed 25 Lakh rupees.

(ii) Small Enterprise:

A) The enterprise comprises of single unit:

In above case the investment in Plant and Machinery of the unit should be more than 25 Lakh rupees but does not exceed five Crore rupees.

B) the enterprise comprises of more than one unit:

In above case there should exist at least one unit whose investment in Plant and Machinery should be more than 25 Lakh rupees but should not exceed five Crore rupees. However, the investment of any of the existing units should not exceed five Crore rupees.

(iii) Medium Enterprise:

A) The enterprise comprises of single unit:

In above case the investment in Plant and Machinery of the unit should be more than five Crore rupees but does not exceed ten Crore rupees.

B) The enterprise comprises of more than one unit:

In above case there should exist at least one unit whose investment in Plant and Machinery will be more than five Crore rupees but does not exceed ten Crore rupees. However, the investment of any of the existing units should not exceed ten Crore rupees.

(b) In the case of the enterprises engaged in providing or rendering of services (INCLUDING MERCHANT EXPORTER)

- (i) **Micro Enterprise: where the investment in equipment does not exceed ten Lakh rupees;**
- (ii) **Small Enterprise: where the investment in equipment is more than ten Lakh rupees but does not exceed two Crore rupees; or**

(iii) Medium Enterprise: where the investment in equipment is more than two Crore rupees but does not exceed five Crore rupees.

(c) Definitions for the Top Exporter Awards : The General Definitions would apply to the Top Exporters Award with the following conditions.

For the applicant defined as a manufacturer exporter in large, medium, small and micro category, the overall export performance will be considered for evaluating the applicant for top exporter award however for a merchant exporter only merchant export performance will be taken into account for evaluation.

(d) Definitions for the Star Performer Awards: The General Definitions would apply to Star Performer Awards, with the following exceptions:

(i) The Star Performer awards would be distributed to three categories (a) Small Enterprises; (b) Medium Enterprises and (c) Large Enterprises.

(ii) Micro and Small Enterprises would be clubbed together under the head of Small Enterprises for the purpose of the Star Performer Awards. *However, the Micro Enterprises would get a double-weightage for the purpose over the Small Enterprises.*

(iii) For the purpose of Star Performer Awards, Merchant exporters having export turnover upto Rs 150 crore (total engineering export turnover across groups and not only for the specific Star Performer Group) would be categorized as Medium Enterprises. Merchant exporters with a higher turnover would be categorized as Large Enterprises.

(iv) For Star Performer Awards, after categorization, *exporters other than Merchant Exporters in the Large and Medium Enterprises categories would get double-weightage* in calculation of export performance over the Merchant Exporters.

(v) For awards under various 'Star Performer' groups, export turnover of the relevant products falling under the group, and not the entire export turnover, will only be considered.

(e) **Definition of Special Trophy for Excellence in Exports of MEIS Items 2015-20:** Department of Commerce has announced **Rewards for export of notified goods to notified markets under 'Merchandise Exports from India Scheme (MEIS) in the Foreign Trade policy 2015-20. Export turnover of relevant products falling under MEIS Group to notified markets, (not the entire export turnover) will only be considered.**

(f) **Definition of Special Trophy for Excellence in export of Engineering services:** List of Engineering Services and code specified for those services is given in the Annexure V. For awards under different engineering and related services, export turnover falling under the groups of Engineering Services (not the entire export turnover) will be considered.

(g) Definition of Award for Maximum Participation in Promotional Activities of EEPC INDIA:

EEPC members who participate in different promotional events of EEPC INDIA for the year 2019-20 may apply for this Award. The score attached to each of the events are given below. For Awards under this group only total score (not the export turnover) will be considered.

Details	Score
Participation in India Engineering Exhibition (INDEE)/ India Show/ India Engineering Sourcing Show	3
Participation in EEPC India's Other Events Overseas – including participation BSMs, delegations, catalogue shows etc	2
Participation in Events in India – including participation in newspaper supplements, contribution in EEPC Publications etc	1

C. Eligibility Criteria

(i) For the Trophy for Top Exporters

The following threshold limits would be applicable for the Top Exporter Trophies and for the Award for Special Contribution – Highest Growth in Exports:

Rs 150 Crore for Large Enterprises

Rs 75 Crore for Medium Enterprises

Rs 5 Crore for Small Enterprises

Rs 1 Crore for Micro Enterprises

Rs 100 Crore for Merchant Exporters

An applicant should have some exports to his credit since 2017-18, i.e. the applicant should have some exports for all of the three years viz. 2017-18, 2018-19 and 2019-20.

The applicant company should not appear in the 'Denied Entity List' of the O/o the DGFT at the time of finalization of the list of award winners.

In case applications matching the threshold limits are not received for any particular category, the Award Committee may adjust the threshold limits.

(ii) For all other awards

To compete in other categories of awards, the minimum export performance required is Rs 1 Crore. An applicant should have some exports to his credit since 2017-18, i.e. the applicant should have some exports for all of the three years viz., 2017-18, 2018-19 and 2019-20.

However, Micro Enterprises do not have any minimum export performance requirement.

Merchant exporters can compete only in the Medium and Large Enterprises categories in the Star Performer awards.

However, no minimum export performance is required to apply for the award for participation in Promotional Activities of EEPC INDIA.

The applicant should not appear in the 'Denied Entity List' of the O/o the DGFT at the time of finalization of the list of award winners.

D. Award Categories

Award Categories	Number of Awards	
	Category Total	Group Total
1. Top Exporter for the Year 2019-20		23
A. Gold Trophy	5	
Large Enterprises		
Medium Enterprises		
Small Enterprises		
Micro Enterprises		
Merchant Exporters		
B. Silver Trophy	5	
Large Enterprises		
Medium Enterprises		
Small Enterprises		
Micro Enterprises		
Merchant Exporters		

C. Special Trophy for Excellence in Exports of High-Technology Products – See Annexure III	5	
Large Enterprises		
Medium Enterprises		
Small Enterprises		
Micro Enterprises		
Merchant Exporters		
D. Special Trophy for Excellence in Exports of MEIS ITEMS - See Annexure I and IV	5	
Large Enterprises		
Medium Enterprises		
Small Enterprises		
Micro Enterprises		
Merchant Exporters		
E. Special Trophy for Excellence in Export of Engineering Services (Annexure V)	3	
Large Enterprises		
Medium Enterprises		
Small Enterprises		
2. Awards for Star Performers in Product Groups for 2019-20 (one each for Large, Medium and Small Enterprises (Annexure II)		105
Basic iron and steel	3	
Rolled, drawn and folded products of iron and steel	3	
Ferro alloys	3	
Sanitary and industrial castings	3	
Steel forgings	3	
Tubes, pipes and hollow profiles, and tube or pipe fittings, of iron or steel	3	
Aluminium and articles thereof	3	
Non-ferrous metals (excl aluminium) and articles thereof	3	
Domestic metal products	3	
Hand tools	3	
Metal fasteners, springs and allied articles	3	
Other fabricated metal products excl machinery and equipment	3	
Engines and turbines and parts	3	
Pumps, compressors, hydraulic and pneumatic power engines and parts	3	
Bearings, gears, gearing and driving elements, and parts	3	
Miscellaneous general-purpose machinery	3	

Machine-tools and parts and accessories	3	
Agricultural tractors	3	
Other agricultural or forestry machinery and parts	3	
Machinery for mining, quarrying and construction, and parts	3	
Miscellaneous special-purpose machinery (incl. metallurgy, food and textile) and parts	3	
Domestic appliances and parts	3	
Electric motors, generators and transformers, and parts	3	
Mica and other mineral-based articles used mainly for electrical purposes	3	
Miscellaneous electrical machinery and apparatus (incl. electricity distribution and control apparatus)	3	
Medical and surgical equipment and orthopedic appliances	3	
Miscellaneous instruments and appliances	3	
Motor vehicles	3	
Automobile components	3	
Two/three wheelers and parts	3	
Bicycles and parts	3	
Miscellaneous transport equipment and parts	3	
Project exports (H S CODE 4444)	3	
Miscellaneous engineering goods	3	
Defense Related items	3	
3. Award for Special Contribution in Highest Growth in Exports (one each for Large, Medium, Small Enterprises and Merchant Exporters)		4
4. Award for Maximum Participation in Promotional Activities of EEPC INDIA in 2019-20 (One each for Large, Medium and Small Enterprises) (Annexure VI)		3
Total		135

E. Notes

Applicants of any of the EEPC INDIA Awards (All India & Regional) should be a present member till the day of presentation of the awards. If it is found that the member status of an award winner is cancelled (not present) on the day of Award Presentation, he will not be offered the same award.

The Award Committee of EEPC INDIA, constituted from time to time by the Chairman of EEPC INDIA, would decide on the category of applicants and awards based on documentary evidences available with the award application.

The decisions taken by the Award Committee will be final and binding.

All applications would have to be mandatorily submitted online. However, the printed copy of the application form, along with the necessary documents have to be submitted within Fifteen (15) days of online submission to the Regional Director, EEPC INDIA, Western Region at the Mumbai Regional Office of EEPC INDIA. *In case the applicant finds any difficulty in submitting the data online, the Award Department at EEPC India, Western Region Office, Mumbai can be contacted for an MS Excel format which can be subsequently filled and emailed to Award Department, EEPC INDIA, Western Region Office, Mumbai.*

For consideration of Award of EEPC INDIA, only direct exports of *engineering goods and services* of the applicant will be taken into account, as also indirect exports when the final exporter surrenders its claim in favour of the applicant.

Exporters of engineering goods (both merchant exporters and others), projects and services are required to fill in the respective portions of the application form, failing which the application would be liable to be rejected.

The total export turnover needs to be mentioned in the application form. The application form needs to be certified by a Chartered Accountant. Please note that the CA certificate must disclose Unique Document Identification Number (UDIN) and Firm Registration Number (FRN) along with signature and seal of Chartered Accountant. Any such CA certificate without UDIN or FRN will be liable to be rejected.

For Star Performer Awards, if an applicant is found eligible to compete in more than one product category, export turnover of only the relevant products would be taken into account. Also, while all Engineering Codes have been included in Annexure II, as per DGCIS classification for engineering goods, in case some codes are still left out, they will be included in the "Miscellaneous Engineering Goods" category of Annexure II (category 34).

Not More Than One Award will be offered to **any Award Applicants.**

(i) A firm qualified for "Top Exporter for the Year 2019-20" award will not get "Star Performers Award" for the Group or "Award for Maximum Participation in Promotional Activities of EEPC INDIA " **or any other Awards at Western Region Level for the same year.**

(ii) **Any exporter getting any Award at All India Level will not be considered for the same category of Award at Regional Level. Specifically the Top Exporter at all India level will not be considered eligible for any Award in the Regional level.** However, name of such exporters will be published in the respective Regional Award Brochures.

The exports which earn the foreign currencies in terms of USD or any other foreign currency unit will be considered as countable for the purpose of export award. Exports in Indian Rupees (INR) are not technically the earnings as, the country does not gain any valuable foreign exchange. For this supplies falling under the purview of Chapter 8 of the Foreign Trade Policy of the Government of India and termed as Deemed Exports will not be taken into account for the purpose of Export Awards of EEPC INDIA.

All applicants are required to clearly mention the award(s) applied for in the application form, failing which the applications would be liable to be rejected.

F. Documents to be submitted along with the application form

1. Application form duly filled up and certified by a Chartered Accountant. Please note that the CA certificate must disclose Unique Document Identification Number (UDIN) and Firm Registration Number (FRN) along with signature and seal of Chartered Accountant. Any such CA certificate without UDIN or FRN will be liable to be rejected.
2. IEC Certificate showing PAN;
3. Registration-cum-Membership Certificate of EEPC;
4. **Important Note: To substantiate classification as Micro, Small and Medium Enterprises, the applicants are mandatorily required to submit one or more relevant pages of balance sheet with details of investment in plant and machinery as on 31st March 2020 duly certified by a Chartered Accountant. For this, the candidate has to submit individual unit wise investment in Plant and Machinery (Gross Block) for the year 2019-20.**

No certificate regarding MSME/SSI/or Certificate from Directorate of Industries will be considered as valid without the above pages of balance sheet and in that case the Award Application will be considered as incomplete and liable to be rejected.

5. A declaration in the letterhead of the Organization stating that the company is not in the 'Denied Entity List' at the time of submission of the award application.
6. A No-Objection Certificate in case the applicant had made some exports through other organization i.e. in case of Indirect Exports. Here the No-Objection certificate will certify that the final exporter has no objection if the applicant gets any award for his outstanding export performance.

N.B

- In the event, of any Award offered to any Exporter is found to be in appropriate, Award Committee will decide for corrective action. In the reverse case that is if the Award Application is found to be incorrect after the award is offered, Award Committee may request for withdrawal and return the same Award to its Regional or Head Office as per their convenience.
- The Award Applications will be sent to the Regional Offices for selection of Award Winners at the Regional Level for the same year as considered for All India Level.